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Philip Morris USA

McLane Shipments

MCLANE SHIPMENTS FOR ~~THREE~~ ^{three} OF THE LAST ~~FOUR~~ ^{four} WEEKS REFLECT INVENTORY REALIGNMENT. SHIPMENT LEVELS ~~HAVE~~ ^{HAS} BEEN ABOVE SALES TO RETAIL FOR MOST WEEKS DURING THIRD QUARTER.

TOTAL PM VOLUME MCLANE

(millions of cigarettes)

<u>Week ending</u>	<u>PM shipped to McLane</u>	<u>McLane shipped to Retailers</u>	<u>Difference</u>
7/29	643.1	584.1	59.0
8/5	583.2	581.3	1.9
8/12	701.3	594.5	106.8
8/19	654.4	591.6	62.8
8/26	637.4	588.0	49.4
9/2	652.7	608.7	44.0
9/9	633.0	579.0	54.0
9/16	573.2	604.7	-31.5
9/23	635.1	615.2	19.9
9/30	608.8	604.2	4.6
10/7	604.6	565.3	39.3
10/14	435.3	571.3	-136.0
10/21	591.4	573.0	18.4
10/28	370.9	N/A 577.6	N/A -206.7
11/4	396.5	N/A	N/A
11/11	309.8	N/A	N/A

All volumes through 10/21 exclude 24 Sam's Clubs in Michigan which purchased directly from PM. As of 10/28, these are included in McLane's Northeast Division.